

SITC of FRTUs at TPCODL Tender Enquiry No.: TPCODL/P&S/1000002129/2024-25

Sr. No.	Clause No/ Clause brief description & Page Reference	Detail description as per Tender Document	Bidder Queries	TPCODL Response/ Clarification
1	23.4, Technical Specification for Battery & Battery Charger Page No-121, 123	Battery Rating: 24 V DC, 50AH, SMF-VRLA with chargers suitable for indoor as well as outdoor applications.	At pg no. 121 battery capacity mentioned is 50Ah, but at pg no. 123, required battery capacity mentioned is 65Ah. Kindly confirm the actual requirement of battery capacity.	1. Bidder to consider 12 V Cell with 50 AH Capacity. 2. Bidder to consider VRLA battery
2	23.17, S.No. 5.3, Technical Specification for Battery & Battery Charger Page No-123	Voltage/Cell-2V	Kindly confirm can we proposed 12V cell instead of 2V cell.	1. Bidder to consider 12 V Cell with 50 AH Capacity. 2. Bidder to consider VRLA battery
3	3.0, Operating Condition Page No-177	3.4, Storage/Transport Temp : -40 °C to 85 °C, Operating Humidity : 5-100%	As per our previously executed projects in Odisha -20 °C to 70 °C & 95% humidity range is enough. Kindly confirm can we proposed with same temp & humidity range. If not kindly specify the detail of location where this temp. rating required.	Noted
4	21.0 Technical Specification for Multi-Function Meter (MFM) Page No-116, 174	At Pg no. 116, Accuracy kW / kWh :0.5S At Pg no. 174, Accuracy Class : 0.2S	As per technical specification of MFM, 0.5S accuracy class required for Kw/Kwh, but in datasheet on pg no. 174, 0.2S accuracy class mentioned. Kindly confirm which accuracy class MFM required at TPCODL site.	Accuracy Class of MFM meter shall be 0.5 S.
5	20.3 Galvanizing Page No-108	All galvanizing shall be carried out by the hot dip process, in accordance with Specification ISO : 1460 or IS: 2629.	FRTU panel of Galvanizing Sheet is acceptable to TPCODL. Kindly confirm the same.	All galvanizing shall be carried out by the hot dip process, in accordance with Specification ISO : 1460 or IS: 2629.
6	3.0/Scope of Work/ Project Technical Specification for FRTU System for RMUs	The scope of this specification covers all the technical requirement with all accessories, tools and tackles of Design, Engineering, Supply, Insurance, Testing at Manufacturer's works, packing, forwarding, Transportation, Delivery at site, unloading at site/stores, material storage, Installation, Testing & Commissioning of FRTU with all accessories and seamless integration with Purchaser's SCADA Systems, and RTU system of the 33/11 kV Primary Substations, Standard Warranty support as per the detailed specifications. Including all works required for successful integration with all RMUs (I/Os, IEDs, Meters etc.).	1. We shall offer FRTUs at TATA Power Central Location/Store.The shifting from Central Store to respective site,unlaoding and safe storage at site shall be taken care by Tata Power. Kindly accept. 2.Any integregation with Control Center shall not be in our scope. Kindly confirm.	1. This is a SITC Project. The Transporation / storage / insurance / shifting to site / insurance should be taken care by the Bidder. However, TPCODL will provide the storage space as per the site requirements. 2. The configuration at control center end will be done by TPCODL. The necessary P2P testing of the offered FRTU system with TPCODL's SCADA System is in bidder's scope.
7	3.1/Scope of Work/Project Technical Specification for FRTU System for RMUs	After the placement of the award, the bidder shall carry out site survey of all RMUs, to collect the required information for completion of detailed engineering. Bidder to note that any addition of the quantity required for sites during detailed engineering, will be in the scope of the bidder, with no commercial implication to TPCODL.	1. We shall offer FRTU Panels as per tendered quantity only. 2. The Tender BoM shall be followed for the supply items. Any additional material shall be supplied on chargeable basis.	Bidder to adhere as per the RFP. No Deviation is accepted.
8	3.2/Engineering/Project Technical Specification for FRTU System for RMUs	Appropriate IP class shall be considered for all the equipment planned under this project. IP class of the panel enclosure shall be IP55/IP65/IP67 as per the site requirement.	We shall be offering FRTU Panel with IP55 rating.	Bidder to note that, most of the RMUs are installed under the sky, as per the RFP it is proposed to consider panel IP55 with Canopy. However, if any bidder are offering higher IP class of the panel then, preference will be given during technical evaluation.

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9	3.4/Electronic Earthing for FRTU /Project Technical Specification for FRTU System for RMUs	a. Bidder to submit the details of earthing requirement for the proposed solution. b. Providing of proper earthing to FRTU and armored cable with separate Earth pit shall be in the scope of the Bidder. Earthing cable with proper sizing shall be laid from the FRTU panel to the earth pits. c. Bidder to ensure maximum earth value of 2 Ohms.	We understand that construction of Earthing pit is not in scope of this project. Kindly clarify.	Purchaser proposes to use the existing earthing system of RMU for proposed FRTU Panel. In case of special requirement of the bidder, then earth pit along with cable are in the scope of the bidder.
10	7.1.3. /Project Technical Specification for FRTU System for RMUs	Delivery Period/ Project Completion Period: For Supply: Delivery period shall be 110 days from date of RO issuance / documents approval, whichever is later. For ITC : Completion period shall be 60 days from date of receipt of panel at site as per above delivery schedule / Site Clearance for installation, whichever is later.	1. Based on the present market scenario, we request for delivery period to be 16-18 weeks from manufacturing clearance 2. Installation and commissioning can be started only after getting site readiness from customer. The timeline mentioned by Customer need to be discussed and modified. 3. GTP/Drawing submission by 4-6 weeks from clear inputs from customer. 4. The approved drawing will be common for all stations. 5. Any station-wise drawing approval is not applicable	Duration of delivery, Drawing submission, FAT, SAT will be on the similar lines of RFP for the RO released by Purchaser during the contract period.
11	7.1.4. Warranty Period /Project Technical Specification for FRTU System for RMUs	The BA/ Contractor shall guarantee that, the equipment/materials will be new, unused and in accordance with the Contract documents and free from defects in material and workmanship for a period of 5 Years commencing immediately after the satisfactory commissioning and handing over of the entire works under the RO.	We propose warranty as 60 months (5 years) from date of system handover after SAT or 66 months from supply, whichever is earlier. This shall be applicable lotwise.	Noted.
12	15.0/Training/Project Technical Specification for FRTU System for RMUs	Bidder to consider 10 man-days of the trainer for on-site training to Purchaser's personnel. Bidder to note that the indicated man-days will be utilized in batches, according to availability of the Purchaser's personnel.	10 mandays training on FRTU shall be revised to 1-2 mandays and this training shall be common for this complete package. There shall not be any batch wise training. Kindly accept.	1. Bidder to consider 10 man-days of Trainer to provide on-site training to Purchaser's personnel. 2. Bidder to note that the indicated man-days will be utilized in batches covering all Distribution Circles.
13	General		1. We understand that Statutory clearances for the works (if any) will be taken care by Tata Power. 2. Site lifting, unloading & safe storage will be taken care by customer.	Duration of delivery, Drawing submission, FAT, SAT will be on the similar lines of RFP for the RO released by Purchaser during the contract period.
14	General	Integration activity with existing system	We understand that any integration with existing Sub-station Automation System/RTU/Control Centre is not under present scope. Kindly confirm.	FRTU Integration testing is in the scope of Bidder, however any incompatibility issue with RTU/Control Centre should be resolved by the Bidder.
15	General	The auxiliary input should be suitable for both 24V and 48V DC	We request the customer to provide the break-up of FRTUs according to auxiliary voltage.	1. The FRTU/Ethernet Switch/Modem cum Router should support Auxiliary Power Supply range of 18-72 V DC as per the GTP mentioned in the RFP. 2. Most of the RMUs have the control voltage of 24V DC.

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16	Annexure-1/Price Schedule	Multi-function meter	Pls clarify the scope of work for MFM, as per our understanding, it is to be loose supplied.	One MFM to be mounted in FRTU panel & all the wiring to be extended up to TBs.
17	Annexure-1/Price Schedule	Instrumentation/AC-DC Power cables	Our scope shall be limited to supply part only for Cables. Any laying & termination shall not be in our scope.	As per site requirement bidder may have to carryout Civil Activity for proper installation of FRTU panel as per minimum height mentioned in the RFP along with trenches and Cable tray. All cables laying and termination is in the scope of the bidder.
18	Annexure-1/Price Schedule	4G Modem cum Router	We understand that we need to offer 4G router cum modem only. Any 5G Modem/Router is not applicable. Kindly clarify.	Bidder to consider Modem cum Router with 5G/4G fallback to 4G/3G/2G. Power Supply of Modem shall be 18-72 V DC.
19	Annexure-1/Price Schedule	All annual maintenance charges of supplied Hardware, OS & Software are inclusive in the Warranty of Bidder's Owned items, Sub-vendor items, Communication and Networking items, software licenses their renewal, upgrades etc.	We understand that any AMC not applicable for this tender. Kindly clarify.	1. Bidder to refer Clause no. 14.7.3 2. Maintenance Under Warranty Bidder to make site visit as per the requirement mentioned in the RFP, irrespective of maintenance support (to ensure availability as per SLA), Software Upgradation, Patch Management etc.
20	Annexure-1/Price Schedule/Mandatory Spares	FRTU Chassis	FRTU chassis not applicable for offered FRTU and shall not be offered.	Noted. However, the offered solution should meet the requirement of RFP.
21	3.5 Control, Instrumentation and Communication Cable (Pg 48 of 382)	Appropriate civil work for housing the control cable, communication cables at RMU location site.	We are excluding the cable trench & cable tray work as the same shall be part of RMU Erection. Further, cable termination at FRTU only shall be in our scope	1. Bidder can use the available trenches, cable tray and plinth as applicable. However bidder to note at each site the requirement will be captured during site visit planned as per the RFP with successful bidder. 2. As per site requirement bidder may have to carryout Civil Activity for proper installation of FRTU panel as per minimum height mentioned in the RFP along with trenches and Cable tray.
22	General/Panel Type & Construction	FRTU Panel Size	As the size of Panels is not mentioned, we can offer as per our standard design.	1. Size of the panel will be on basis of proposed solution of the Bidders. Minimum Panel Size shall accommodate all the required equipment including MFM, battery and Battery Charger, Modem etc. with sufficient cooling for electronics to work properly. 2. As per the RFP the size of the panel shall not be more than the RMU Size. 3. RMU GA drawing will be shared during detail Engineering where expandability of panel should be provisioned.
23	17.2./Technical Specification for Feeder Remote Terminal Unit (FRTU)	The FRTU shall be non-redundant for the current application, however proposed FRTU shall support redundancy in hot standby mode with bump less Auto Changeover.	We shall be offering Non-redundant FRTU. Pls acknowledge.	1. FRTU used for RMU automation will be non-redundant. 2. However, the proposed FRTU shall provide the redundancy with additional hardware only without any additional software license for achieving the redundancy.

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24	17.24/Technical Specification for Feeder Remote Terminal Unit (FRTU)	All the cards/modules of the FRTU, Ethernet Switch etc. must have conformal coating for protection against harsh environments.	Our offered FRTU is suitable for harsh environments. So any separate coating is not required.Pls acknowledge.	No Deviation is accepted. Conformal coating is mandatory considering the highly saline environment of the proposed sites.
25	17.34/Technical Specification for Feeder Remote Terminal Unit (FRTU)	Input / Output Requirement a. Hot replacement of all I/O modules	The Hot Swap Feature poses risk of Safety for the person doing maintenance. In addition to that also it may lead to malfunction of device if the activity is not properly and carefully carried out.So, we do not recommend for the same. Kindly accept.	FRTU should support hot replacement of I/O modules. Bidder to depute experienced & competent resources to carry out the job.
26	17.34.k/Technical Specification for Feeder Remote Terminal Unit (FRTU)	Input / Output Requirement for each Substation: Typical Input/Outputs requirement I/O Requirement Digital Inputs (DI) Digital Output (DO) Analog Input (AI) IO Configuration (Current Requirement) 48 16 4 Expandable 80 32 8	The offered FRTU shall be with 48DI/16DO & 8 AI only.	1. The current I/O Requirements are 48 DI, 16 DO, 4 AI, however proposed FRTU shall be expandable to accommodate I/O modules i.e. Minimum 80 DIs and 32 DOs & 8 AI. 2. Bidder to adhere the RFP.
27	17.41.e/Technical Specification for Feeder Remote Terminal Unit (FRTU)	Measurement Events 10000 System Events 1000 Alarms & Events 5000	Our offered FRTU is having SOE of 4096 events, Further Measurement events are not applicable for FRTU.	1. No Deviation is accepted. 2. Bidder to consider the scope as per the RFP.
28	17.46/Technical Specification for Feeder Remote Terminal Unit (FRTU)	Cyber Security		1. The proposed FRTU should support all the relevant standards as per RFP. 2. Bidder shall submit the comparison and compliance sheet against BDEW Cyber Security norms viz a viz standard mentioned in the RFP. 3. Bidder shall submit the product certification as per the RFP, in addition CPRI certification with respect to GoI Letter No. 12/34/2020-T&R dated 8th June 2021, Ministry's Order No. 25-17/6/2018-PG dated 2nd July 2020 is mandatory.
29	19/Technical Specification for Feeder Remote Terminal Unit (FRTU)	Networking Accessories	We understand that Patch panel, I/O Box etc are not required here. Kindly clarify.	1. Bidder to consider the scope as per the RFP. 2. The detail requirement to be finalised during detail engineering.
30	Annexure-5 Guaranteed Technical Parameters/Data Sheet : FRTU /Technical Specification for Feeder Remote Terminal Unit (FRTU)	34. FRTU's Digital Input/Output Capacity Capacity of I/O should be sufficient for Two 4 way RMU automation (Minimum 64 DIs and 32 DOs & 16 AI hardwired capacity).	We shall be offering FRTU with 48DI/16DO/8AI and suitable for single RMU only.	1. The current I/O Requirements are 48 DI, 16 DO, 4 AI, however proposed FRTU shall be expandable to accommodate I/O modules i.e. Minimum 80 DIs and 32 DOs & 8 AI. 2. Bidder to adhere the RFP.
31	Service SLA		We understand that any type of AMC is not part of the scope of work. Please confirm.	1. Bidder to refer Clause no. 14.6 2. Maintenance Under Warranty Bidder to make site visit as per the requirement mentioned in the RFP, irrespective of maintenance support (to ensure availability as per SLA), Software Upgradation, Patch Management etc.

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32	7.0/Code & Standards applicable/pdf sheet 54 of 382	Product Conformance as per Gol Letter No. 12/34/2020-T&R dated 8th June 2021, Ministry's Order No. 25-17/6/2018-PG dated 2nd July 2020	This order is applicable for Imported items. Our offered FRTU is a Make in India product, so the mentioned clause is not applicable. Pls acknowledge.	1. Bidder to furnish the supporting documents that the product is fully developed (both the software & hardware) in India. 2. Preferably Bidder to submit the certificate before the release of RC. 2. However TPCODL decision will be communicated / discussed with successful bidder for submission of CPRI certificate i.e. before placement of order/before delivery of material at site. 3. Bidder to note the CPRI certificate Cyber Security is mandatory.
33	6.2 Type Tests Reports /pdf sheet 54 of 382	The type tests specified in Purchaser specifications should have been carried out within five years prior to the date of opening of technical bids and test reports are to be submitted along with the bids.	Kindly accept Type Test report valid for within 7 years.	TTC should be latest, not more than 5 years for international certified labs.
34	General/Panel Type & Construction	FRTU Panel mounting	Please clarify the FRTU panel shall be free standing type or wall mounted type.	1. Free standing type. 2. As per site requirement bidder may have to carryout Civil Activity for proper installation of FRTU panel as per minimum height mentioned in the RFP along with trenches and Cable tray.
35	General	ITC	Please clarify the installation of FRTU panel shall be indoor or outdoor.	The FRTU will be installed in outdoor. Bidder to note that, most of the RMUs are installed under the sky, as per the RFP it is proposed to consider panel IP55 with Canopy. However, if any bidder is offering higher IP class of the panel then, preference will be given during technical evaluation.
36	A&T/2025/SPEC/FRTU Rev: R0", on Page 70 of 119, Section-A, under Projection Specification, Serial No. 20.4 - Constructional Features	As these FRTU are for outdoor application, proper concrete plinth to be established for erection of the FRTU panels to protect it from high wind speed of more than 150 Km/ hr. and water logging	We would like to seek clarification regarding the scope of panel erection. We would like to confirm whether the civil works, including the establishment of a concrete plinth for the FRTU panels, fall within our scope of work.	As per site requirement bidder may have to carryout Civil Activity for proper installation of FRTU panel as per minimum height mentioned in the RFP along with trenches and Cable tray. All cables laying and termination is in the scope of the bidder.
37	Tender Doc: 17.33 Protocols: page no. 93 FRTU shall support RSTP	Tender Doc: 17.33 Protocols: page no. 93 FRTU shall support RSTP	Different types of Siemens make FRTU, out of some of the model not supported RSTP. Kindly confirm if this feature is mandatory. So that we can choose the model accordingly.	1. No Deviation is accepted. 2. Bidder to consider the scope as per the RFP.
38	Tender Doc: 17.33 Protocols: page no. 93 IEC 61850 ED.1 & 2	Tender Doc: 17.33 Protocols: page no. 93 IEC 61850 ED.1 & 2	In Ed.1 only client is supported & in Ed.2 client & server both are supported. Kindly confirm.	1. No Deviation is accepted. 2. Bidder to consider the scope as per the RFP.
39	Tender Doc: 17.34.k page no.94 I/O requirement: Expandable DI-80, DO-32, AI-8	Tender Doc: 17.34.k page no.94 I/O requirement: Expandable DI-80, DO-32, AI-8	Can we consider expandable I/O signals upto DI-64, DO-24 & AI-4, more than that higher FRTU model is required. Kindly confirm.	1. The current I/O Requirements are 48 DI, 16 DO, 4 AI, however proposed FRTU shall be expandable to accommodate I/O modules i.e. Minimum 80 DIs and 32 DOs & 8 AI. 2. Bidder to adhere the RFP.

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40	Price schedule excel file: Information to bidder Point No. 10 Cyber security	Price schedule excel file: Information to bidder Point No. 10 Cyber security	FRTU has complied with ISO/IEC 27002:2013/ 27019:2017 standard. Kindly confirm.	1. The proposed FRTU should support all the relevant standards as per RFP. 2. Bidder shall submit the comparison and compliance sheet against BDEW Cyber Security norms viz a viz standard mentioned in the RFP. 3. Bidder shall submit the product certification as per the RFP, in addition CPRI certification with respect to GoI Letter No. 12/34/2020-T&R dated 8th June 2021, Ministry's Order No. 25-17/6/2018-PG dated 2nd July 2020 is mandatory.
41	17.0 Technical Specification for Feeder Remote Terminal Unit (FRTU) Page no 89 of 382 17.0	The FRTU shall be multifunctional, designed in accordance with applicable International Electro-Technical Commission (IEC), Institute of Electrical and Electronics Engineer (IEEE), American National Standards Institute (ANSI), and National Equipment Manufacturers association (NEMA) standards, unless otherwise specified in this Technical specification. In all cases the provisions of the latest edition or revision of the applicable standards in effect shall apply.	The FRTUs shall be designed in accordance with applicable International Electro- technical Commission (IEC), Institute of Electrical and Electronics Engineer (IEEE), American National Standards Institute (ANSI), and National Equipment Manufacturers association (NEMA) standards, unless otherwise specified in this Technical specification. In all cases the provisions of the latest edition or revision of the applicable standards in effect shall apply. The FRTU shall comply to IEC62351- 3 for cyber security in communication between FRTU and master station and IEC62443-4-2 for cyber security for product including testing requirement as per MoP order no 12/34/2020-T&R dtd 08.06.21 & CEA /PLG/R&D/MII/2021 dtd 11.6.21 and any amendment from time to time. As per IEC, IEC62351-3 focuses on communication line (for IEC 104 protocol only)between FRTU and Master Station (SCADA and DMS) while IEC62443-4- 2 focuses on Product Cyber Security. To achieve comprehensive protection against all possible Cyber threats/attacks FRTU and FRTU shall comply to IEC 62351-3 and IEC 62443-4- 2 standard for Cyber Security. It shall be read as - The FRTU shall comply to IEC62351- 3 for cyber Security in IEC 62351-3 and IEC62443-4-2 standard for product cyber security	1. The proposed FRTU should support all the relevant standards as per RFP. 2. Bidder shall submit the comparison and compliance sheet against BDEW Cyber Security norms viz a viz standard mentioned in the RFP. 3. Bidder shall submit the product certification as per the RFP, in addition CPRI certification with respect to GoI Letter No. 12/34/2020-T&R dated 8th June 2021, Ministry's Order No. 25-17/6/2018-PG dated 2nd July 2020 is mandatory.
42	7.0 Codes and Standards Applicable Page no 55 of 382	Product Conformance	FRTU Cyber security shall be in compliant & tested with 3rd party agency such as Kema, TUV etc. As per IEC, IEC62351-3 focuses on communication line (for IEC 104 protocol only)between FRTU and Master Station (SCADA and DMS) while IEC62443-4- 2 focuses on Product Cyber Security. To achieve comprehensive protection against all possible Cyber threats/attacks FRTU and FRTU shall comply to IEC 62351-3 and IEC 62443-4- 2 standard for Cyber Security It shall be read as - The FRTU shall comply to IEC62351- 3 for cyber Security in IEC 62351-3 and IEC62443-4-2 standard for product cyber security.	1. The proposed FRTU should support all the relevant standards as per RFP. 2. Bidder shall submit the comparison and compliance sheet against BDEW Cyber Security norms viz a viz standard mentioned in the RFP. 3. Bidder shall submit the product certification as per the RFP, in addition CPRI certification with respect to GoI Letter No. 12/34/2020-T&R dated 8th June 2021, Ministry's Order No. 25-17/6/2018-PG dated 2nd July 2020 is mandatory.

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43	Annexure 6 Preferred/ Approved make of Equipment/System Page no 195 of 382	FRTU	ABB/Siemens/SCHNEIDER/GE/Synergy/Phoenix/Reputed make for T&D Function We have already supplied Phoneix FRTU in TPWODL in C-SEC and Eaton RMU. We have attached approved GTP wth TPWODL and request you to kindly consider Phonenix Contact make also under Preferred make.	The proposed solution/Product should meet the requirement of RFP & GTP. Any deviation to RFP/GTP will not be accepted during Technical evaluation.
44	Annexure 6 Preferred/ Approved make of Equipment/System Page no 195 of 382	Layer 2 Managed Switch	Ruggedcom/Hirschman/Cisco/Moxa/Phoenix/Equivalent. We are the manufacturer of Ethernet Switch. We are approved and supplying in utilities such as PGCIL, BHEL, MSETCL,etc attached for your reference. We request you to kindly consider Phoenix Make.	The proposed solution/Product should meet the requirement of RFP & GTP. Any deviation to RFP/GTP will not be accepted during Technical evaluation.
45	Annexure 6 Preferred/ Approved make of Equipment/System Page no 195 of 382	Droppable type Termnial Block for Digital Output, CT & PT	Connect well-CKT4U/Phoenix or equivalent. We are the manufacturer of Terminal block. We are approved and supplying in utilities such as PGCIL, Goa State Electricity board,etc attached for your reference. We request you to kindly consider Phoenix Make.	The proposed solution/Product should meet the requirement of RFP & GTP. Any deviation to RFP/GTP will not be accepted during Technical evaluation.
46	Annexure 6 Preferred/ Approved make of Equipment/System Page no 195 of 382	Dsconnecting type (Knife edge) Terminal block for Digital Input	Connect well-CKT4U/Phoenix or equivalent. We are the manufacturer of Terminal block. We are approved and supplying in utilities such as PGCIL, Goa State Electricity board,etc attached for your reference. We request you to kindly consider Phoenix Make.	The proposed solution/Product should meet the requirement of RFP & GTP. Any deviation to RFP/GTP will not be accepted during Technical evaluation.
47	Annexure 6 Preferred/ Approved make of Equipment/System Page no 195 of 382	Multifunction Meter	Satec/Secure/Rishav/Accord/ Phoenix/ Equivalent make. We are the manufacturer of Multifunction meter. We are approved and supplying in utilities such as PGCIL, BHEL, MSETCL,etc attached for your reference. We request you to kindly consider Phoenix Make.	The proposed solution/Product should meet the requirement of RFP & GTP. Any deviation to RFP/GTP will not be accepted during Technical evaluation.
48	Annexure 6 Preferred/ Approved make of Equipment/System Page no 195 of 382	Auxiliary Relays	OMRON/ABB/Sulzer/OEN/Paramount/Phoenix/Equivalent. We are the manufacturer of Auxialry Relay. We are approved and supplying in utilities such as Assam, Goa, MECON,etc attached for your reference. We request you to kindly consider Phoenix Make as well.	The proposed solution/Product should meet the requirement of RFP & GTP. Any deviation to RFP/GTP will not be accepted during Technical evaluation.

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49	Commercial Qualification:	The bidder should have Average Annual turnover of at least Rs. 10 Cr. in last 3 Financial Year (FY) (2021-22, 2022-23 & 2023-24). Qualification Requirement of Financial Turnover for MSME registered in the State of Odisha shall be reduced to 20% of the existing criteria. CA Audited Turn Over certificate, Audited Profit Loss Statement should be submitted in this regard.	Consideration of Financial Year (FY) (2022-23, 2023-24 & 2024-25) as we have already completed the FY 24-25 period for the financial criteria evaluation and we can support with necessary documentation whenever required.	Tender clause stand.
50	Tender Document 7.1.7. Payment Terms: (B) Terms of Payment: (i) FOR SUPPLY COMPONENT:	On supply of Materials/ Equipment, 80% (Eighty percent) of Basic price of Supply along with 100% taxes and duties shall be paid progressively on delivery of the materials/ equipment at TPCODL's designated Stores / Site location .	Kindly clarify specifically whether the BA responsible for delivering the equipment is limited to stores or onward delivery to site as well . If it is upto site , then kindly share the site / area details to account the expenses accordingly	This is a SITC Project. The Transporation / storage / insurance / shifting to site / insurance should be taken care by the Bidder. However, TPCODL will provide the storage space as per the site requirements. The delivery location will be either the TPCODL central store or any execution site across the entire TPCODL area.